

# The National Rotarian

ISSUED FROM THE SECRETARY'S OFFICE OF THE  
National Association of Rotary Clubs of America

VOL. I.

JANUARY, 1911.

No. 1.

## RATIONAL ROTARIANISM

By Paul P. Harris.

National President.

If by interposition of Providence I some day were to find myself standing on a platform in some great Coliseum looking into the eyes of every living Rotarian, and were to be told that I could have one word to say, without an instant's hesitation and at the top of my voice, I would shout "Toleration!"

It was in pursuit of it that the pilgrim fathers embarked in their frail craft upon the stormy waters. It was from the chrysalis toleration that lustrous winged liberty, awakened by the music of the sweetest toned bell on earth, sprang and floated away that July day in Philadelphia, while the world dreamed and wondered.

If this Rotary of ours is destined to be more than a mere passing thing, it will be because you and I have learned the importance of bearing with each other's infirmities, the value of toleration.

Rotary is entirely without precedent in the history of clubdom. We have had no rules except such as have been gathered from the creative imagination of the men who have been responsible for our destinies. As mariners, long before the invention of the compass, successfully navigated perilous and unknown seas by the guidance of the stars, so they, the forefathers of Rotary, observing the rules that have from time immemorial influenced the lives of men, skillfully guided their craft in perilous, unknown and trying circumstances. May we never, in time to come, depart from the safe course of rational toleration and humane consideration of the convictions of others.

If I, as above said, were by Providence to be placed on a platform in some great coliseum where I had the eye and the thought of every Rotarian on earth, I would like to propound this question: "What is the philosophy of Rotary as you understand it?"

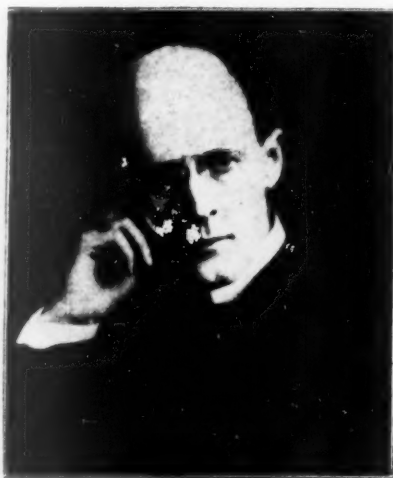
In my mind's eye I can see a multitude of hands go up and I can see myself realizing the hopelessness of arriving at accurate conclusions through process of haphazard individual expressions of opinion.

However, I might well ask another question:

"How many believe that Rotary philosophy is to give and to influence business to and to get business from fellow members and persons influenced by them?" The result would probably be that all, except a very few, would arise.

To narrow the question down to an even finer point, I might ask: "How many, if any, of those present think it either dishonorable or unethical to join a club for business purposes?" That shot would reach home. A few might arise amid numerous murmurs of disapproval.

However, if such result were to be, I would think it but fair to give the minority hearing. I would ask, "Mr. Ethical Standard," to express his views. I can readily anticipate them. He would just about say:



President, Paul P. Harris

"This business-getting feature of Rotary looks dangerous to me. What will people think of us? I am a member of several clubs and societies all of which rank high in our city and I know it to be a fact that in one of them at least soliciting business is strictly prohibited and in all it is tabooed. In my personal estimation it constitutes the personification of bad form. Clubs are meant for club purposes and not for business purposes. If a man is to continue to grind away at business all day and all night, why does he not remain at his desk or store? One of the chief purposes of clubs is to take one away from business cares, to afford one rest and recreation. I have lived for forty years now and have never in all my life known or heard of a club whose very constitution and by-laws violate this fundamental principle."

Here a cynic might interpose, "Did the thought that your great grandfather lived all of his life without ever having been on a train of cars, ever enter your head? And if so, did you ever happen to arrive at the conclusion that your grandfather's inexperience constituted no valid argument against cars?"

But were it to be my good fortune to choose, I would certainly ask to hear from "Mr. Vigorously Definite" on the subject. From what I know of the man, I can tell you in advance many of the points he would score. Some of his words might be:

"Whether or not it is dishonorable to join a club for business purposes, depends upon the club, its principles and what one professes to join it for. There is no more culpability about joining a business club for business purposes than there is about joining a social club for social purposes, an athletic club for athletic purposes, or a political club for the acquisition of a pull."

"If any one tells you that it is reprehensible to try to make a dollar or two for the wife and babies from club associates in straightforward business transactions, tell that person that some foreign substance has gotten into his carburetor. Legitimate business transactions are

profitable to both sides. If it was necessary to skin a man every time one does business with him, there might be reason in the view point, but I know my goods, and I know that I am doing the other fellow just as great a favor as I am doing myself, when I give him a chance to trade with me. The trouble with the philosophy of Mr. Ethical Standard is that he has gleaned the information that in certain particular clubs of which he is a member, business soliciting is either prohibited or tabooed, and the moment he gleaned that information his lights went out.

"If they had stayed lit a second longer he could not have escaped getting rationality back of his conclusions. He would have come to a realization that straightforward business is never what the lawyers would call *malum per se*, that is, wrong of itself. It may be what they would call *malum prohibitum*, that is, wrong because prohibited or made wrong by some rule of conduct which we are bound by law or by our oaths to respect.

"No true Rotarian ever permits his tail feathers to droop just because some outsider makes the remark that business is one of the key notes of Rotary. Then is when he gets cocky. 'Business? Yes, of course. Why not? I'm proud of it, aren't you? If your business is good enough to talk in your shop, and even your home is not too sacred for its consideration, on what theory do you exclude it from your club?"

For us to be ashamed of business would be unpardonable in view of what business has done for each of us. With nearly equal reason and propriety a man might be ashamed of his own father or mother. Business is the mainspring of civilization. Cut business out and the great hands of time will whirr backwards to aeons B. C."

I never like to have a good subject exhausted at one brief hearing and so I would give an instant's thought to the possible proximity of the rock "Intolerance" and modify my question. I would ask: "Does Rotary stand for any thing beyond or besides giving business and influencing business to fellow members and getting business from fellow members and persons influenced by them?"

### Business Gets Another Boost.

By this time we would see "Mr. Cash Discount" on his feet and desirous of telling us just what he thinks about this matter.

I have known Mr. Cash Discount for some years. He has good qualities. Among other agreeable habits of his is that of paying his bills when they are due, or before if there is a cash discount. He will never be worth more than a million because he doesn't think in larger sums, but, barring the possible chance of a cyclone's digging up the safety deposit vault in which he plants, and distributing its contents into the lake or the sea, he will always have his knuckle of ham, and will never become a charge on the county. He would say:

"I have been a member of our Rotary club ever since it was first organized in our city. During that time I have given business direct to seventy-five different members and have influenced business to thirty-two more making a total of more

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Traveling - Record of plans and progress on  
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than one hundred members whom I have helped. The total volume of the business given and the business influenced by me to club members has been \$2,148.16 and the total business which I have received has been \$1,971.65 of which all but \$83.95 has been paid. I think that I have done my share and that there is a balance in my favor in the ledger. I would like it if you would all come down to my shop. I can show you each item and the man who got it, or whom I got it from.

"I joined Rotary Club because the man who induced me to join told me that it was a club made up of men in different lines of business who came together for business purposes; and it appeared to me to be a very rational plan. It would be like having two or three hundred solicitors, live wires all the time looking out for business for me. Pretty nearly every one on earth of whom I have had either goods or labor to buy is in some kind of a combination. I have been, in one form or another, paying daily tribute to combinations for twenty years. On the one hand I buy my oil from the oil trust, matches from the match trust, beef from the beef trust, coffee from the coffee trust, sugar from the sugar trust, and on the other hand, all of my employees are unionized and I get if there. I feel like a grain of wheat between upper and nether millstones.

When this Rotary scheme was presented to me I was ready for it but it seemed almost too good to believe. It was just like it was handed down off the Christmas tree. Business is what I am here for. It is my idea that a club can be either a business club or it can be a society club or something else. I don't know how it's going to be two or three different kinds of clubs and succeed in any one of its purpose. There are plenty other clubs that are organized for social and public purposes but there is no other Rotary. I am a hard working man. I attend to business twelve hours every day and even when I go to Rotary club I figure that I am attending to business except that it is in a different way. Otherwise I would not feel that I could afford the time.

"You may talk all you please about the duties of citizenship and all that, but its business that gets the money and its the money that we are all after. I know of one of these reform fellows who was always shouting about doing something for the city. I wish he would try to do something for me. He owes me \$1.75. If I spent all my time reforming and attending to other people's business I would probably be owing some one else \$1.75 and if I mixed in bridge whist and those other folderols I don't know what would become of me. No, Rotary, as I understand it, is a business proposition, and as such it is doing all right, or as near to it as can be expected, and, in my estimation, it had better leave well enough alone." Thus finishing Mr. Cash Discount would sent himself.

#### A Broader View of Rotary.

But there is one more man to be heard from. He will represent the class of Rotarians who have not as yet been heard from in the debate. For want of a better name I shall call him "Mr. Altruistic Equilibrium." Coming, as he does, last, he will have had opportunity to review in his own mind all the points raised by his opponents but he is always last because he is a good listener.

He will start out:

"Whether or not business is the only thing to be thought of in Rotary depends largely upon one's view point. If one has been in the habit of thinking of Rotary in the light of the question, 'What is it worth in dollars and cents?' then it is to such person a business club pure and simple and nothing else. Viewed even entirely in its aspect as a business instrumentality it is a good thing, an asset of value. It is also true that a man of the calibre of my friend Cash Discount who takes a purely business view of

Rotary may be an undeniable advantage to the club in his way. We all have our living to make and his helping hand is very welcome.

"The real subject now under debate is the question: 'Is Mr. Discount's way the only way?' Is there to be no place in Rotary for the man who believes that Rotary ought be something more than a mere business exchange? Is there no place in Rotary for him who recognizes the fact that he, as an American citizen on this day and age, has been the recipient of a vast heritage, the result of the efforts of generations who have passed on beyond, and who thinks it his duty to do something toward balancing his account by doing something for the public present and for generations that are yet to come.

"I have been thinking of the Rotary scheme as a compensatory arrangement. It makes it possible for one to do something for his community and to pay his personal and business expenses, and probably make something besides, while he is doing it. Most commercial organizations call for considerable sacrifice both of money and of time on the part of their members for which there is almost no possible prospect of return. In many instances, the members can ill afford it. Now, I am not unaware of the fact that it does not require great courage to cast bread upon the waters when the tide is flowing back one's way and that there is no great credit in charity which calls for no sacrifice but, courage or no courage and credit or no credit, Rotary gives us a chance to do something to square our accounts with the world without entailing the necessity of loss of money or time.

"While you are at work doing something for your brother Rotarian or something for your community through Rotary your brother Rotarian is doing something or saying something for you; and did you ever stop to think how much more one can accomplish when he is working for another fellow than he can when he is working for himself? Words carry much further when separated from the appearance of selfish interest because they are believed. It would be a mean old prank to play upon the world but what would be the result if you spent all of your time judiciously booming my business and I did likewise in regard to yours? Why, we would just about treble our earning power, that is what would happen. But all of that is aside from the present question. Is business the only thing to be thought of in Rotary?

"Beware of the scheme which is so obviously good that it presents on its face no objectionable features. There are many species of gold brick in this world of ours but there is no royal road to success nor to wealth. Even Rotary as an open sesame to unlimited riches would be a failure. We might just as well look these facts in the face now as to let them bump us unexpectedly in the future.

"The Rotary scheme on the face of it looks theoretically correct. It looks almost too correct. The idea of having two or three hundred men in non-competitive lines looking out for your interests all of the time looks wildly seductive. If it worked out in practice as it does on the face of it in theory, we would soon corner all of the business there is in the world. But we won't, and thank fortune we don't desire to, but why won't we? Because human nature is human nature. While it is true that it is human nature to desire to sell in a non-competitive market it is also true that it is human nature to desire to buy in a competitive market.

"Man is so constituted that he can and does at one and the same time both love and hate competition. He loves it on one side and hates it on the other and when one both loves and hates a thing my advice to him is to go easy or he is likely to do something to it that he will be sorry for. Don't attempt to kill off poor old competition. It has served us

long and faithfully. It's a tractable brute if treated right. Save it if only for the good it has done. We may need it most anytime. If we totally annihilate competition, sooner or later some one, who will view his membership as a rich opportunity for easy plucking, is bound to get in our club and he will be followed by others of the same ilk. Let it be known that loyalty to Rotary requires no man to pay higher prices to Rotarians than are charged by their competitors. It is a characteristic of the American to revolt against conditions which bind him to do certain things. He will do freely and voluntarily for persons whom he highly regards every thing without reason. The most valuable asset to your business and mine is the man who patronizes us because he likes us or likes our goods. One man of that character is worth more to us than a city full of men under coercion to patronize us.

#### A Mark of Quality.

"The Rotary mark must become a guarantee of quality. Membership in a Rotary Club must be equivalent to an A1 rating as to credit, goods and service.

"I believe in every word that has been spoken by Mr. Vigorously Definite. There is nothing dishonorable about straightforward business and it where you will. Business is not undergoing trial in this tribunal.

"Our friend Cash Discount has drawn a very vivid and impressive picture of the possible efficacy of Rotary as a money making machine and within limitations and with allowances for attributes of human nature which he has not seen fit to consider, the picture is true but all that he has said and more could with equal truth be said of Rotary as a power in civic affairs. If perfection could be attained in Rotary we would have a club in which every line of business and every profession would be represented. This would mean that we would have a point of contact, so to speak, at which our club would come in touch with every person in our respective cities who is engaged in business or the practice of any profession. It would be interesting to observe a test of the power of Rotary working for some common but altruistic cause.

"It is true, as stated, that nearly every city has its commercial organizations but there is room for more and moreover most of these organizations are so busy shouting Greater New York, Greater Chicago, etc., that they have no time to shout Better New York, Better Chicago, etc.

"Rotary is a new concentration of forces and possesses potentialities which no other club or organization possesses. This may be said of it even in its local aspect. When considered in its National aspect it occupies a position which is unique, without parallel. There is no civic or semi-civic organization in existence which is in a position to exercise the influence on national affairs that Rotary is. Intrenched as it is in every important American city its power to sway national legislation to the right is supreme in all clubdom.

"May our visions become enlarged. We need a wider perspective and a fuller patriotism in Rotary.

"We must keep up the standard of membership. One's loyalty to Rotary may often be measured by the calibre of the men whose applications for membership he brings in. If he reaches up above himself for his candidates, it means that he has the welfare of Rotary at heart. If he stoops down to drag a makeshift of a business friend or customer on board, it generally means that he has his own individual welfare at heart and thinks to derive business benefit from the favor he has conferred. It would be difficult to fathom the depth of the injury such motives can be responsible for in Rotary.

"I am going to say to you Brother Cash Discount that it is my own belief that Rotary will get the best results, even if those results be measured in dollars and

cents, if it does not spend all of its time in bookkeeping and in counting money gained by its influence. Why? Because a too frequent urging of the business exchange idea will be distasteful to some of the biggest, broad minded and most desirable members. Straightforward business can never be dishonorable, but it may sometimes be inexpedient. It is human nature to desire a little variety in life and, moreover, it is easier to accomplish results, whether business or other results, if one is well thought of in his community. The same thing may be said of clubs. Rotary's growth will be stronger and more permanent if it is well thought of in the communities in which it is planted.

"The way for a person or a club to be well thought of in its community is to do something for the community. The American people have been educated up to the point where they make insistent demand for a certain measure of civic activities on the part of clubs. If you have never done anything in that line before it is time that you began. I wish that you could have observed the activity with which our club absorbed the good fellow idea last month and how the fellows went to all parts of our city delivering Christmas toys to toyless kids. The opportunities to do things are simply legion and becoming more numerous as civilization advances. It is marvelous how easy it is when once you have started. If you can't serve at first actively you can at least serve passively. You can sit and listen to some public speaker while he talks on some live subject of local interest. It will be an education to you and a good advertisement for your club. The papers will give the speaker some space and the people of your city will be brought to a realization that you are at least passively interested in public affairs.

"The business part of your program should quite frequently be given a rest. An occasional bit of fun will help some, but I don't need to boost that game. You will get it anyhow. A few years ago, fun would have filled every requirement, but we are getting to the point where recreation and frolic do not necessarily seem synonymous. The mind of the normal adult of this day and age turns for its recreation toward the consideration of things which do not pertain to self.

#### The Golden Rule in Business.

If Rotary is ever accused of anything disagreeable, it will be accused of selfishness. Our exclusiveness may subject us to criticism on that score. Tell accusers that the antithesis of egoism is altruism and Rotary gives members an opportunity to help as well as be helped. Many members who, in joining, have been animated largely by a desire to be helped, have, on the maturing of acquaintance, found their chief pleasure in helping.

"What a satisfaction it is to take or to send business to a friend. This is particularly true in large cities where the vast majority of the people are unknown to each other. What a pleasure to emerge from a swirling current of strange faces with its river like tides and back tides, eddying pools and rapids, into the haven of a friend's shop.

I have never felt myself under positive obligations to patronize anyone in Rotary and yet I do patronize Rotarians. I can't help it but I have a mortal dread of strangers. The habit of patronizing Rotarians is becoming more fixed as time goes on. Nearly every month I find myself opening up a new account with some Rotarian. I consider my membership worth while, if only for the opportunity it affords me to patronize friends.

"In a nut-shell my ambition is to do as much for the other club members as any one in our club. I will take my chances as to the recompense, and after I have gotten through doing things for individual club members, I want to do something specifically for the good of the club and for the good of the city in which I live.

"Acquaintance begets business. That is certain. The very formation of Rotary makes business exchange inevitable. As a business asset memberships will increase greatly in value, not daily but yearly. Good things come slowly. Business relations, once started, will continue. You are given opportunity to mingle with men, none of whom is a competitor with the other. This is the only really logical club that has a business plank in its platform that was ever devised. I am an architect. What sort of a chance do I have of getting business when I attend a meeting of the Architects' Club. Every man present is a rabid competitor. How about my chances of getting business out of our Commercial Club? There are one hundred and forty-six architects besides myself in that organization, but in Rotary every member is a possible client of mine. While it is my belief that business should be the cement that binds the parts of our structure together, it should not constitute the entire structure.

"We are liable to put our good friend business in the center of the platform and keep him there all the time. I am opposed to this:

"First, because I think that a little change once in a while will do us good and that we will become narrow and contracted in our views if we permit ourselves to think business and count dollars all the time, and besides altruism is men's fun.

"Second, because I think that a little change once in a while will do business good.

"Third, and last, but not least, because I believe that a little change once in a while will do Rotarianism good and lead to its being highly respected in our cities, our states, our country and throughout the world."

Thus closing, Mr. Optimistic Equilibrium resumes his seat.

My closing remarks on an occasion of that character would be very few. It would not be unlike me to say that it has given me much pleasure to hear the earnest words of the four speakers, Messrs. Ethical Standard, Vigorously Definite, Cash Discount, and Altruistic Equilibrium, the Allegorical Quartette, and that I believe that nearly all of the members of every Rotary Club in existence would readily fall into one or another of three classes.

First. Those who believe with Mr. Ethical Standard that business should have no part in the club life of Rotary.

Second. Those who believe with Mr. Cash Discount that business should constitute the entire club life of Rotary.

Third. Those who believe with Mr. Altruistic Equilibrium that life in Rotary should consist of a rational mixture of business with civic activities and good fellowship.

Perhaps near one or the other of these view points, lies that which shall generally be accepted as true Rotarian philosophy, understood and respected by Rotarian and non-Rotarian alike. There should be no occasion for meeting behind closed doors. If Rotarianism cannot stand the test of trial before a jury comprised of the entire American people, then it lacks rationality and should be changed. The perfection of wisdom has not as yet been attained by finite mind. To develop is to live and not long after the cessation of development comes the day when it becomes necessary to lead something out behind the barn and perforate it. Then come the crowd dressed like pall bearers.

No doctrine is immune from criticism. It is the part of wisdom to profit from rational criticism, not as much because of what other people think of us as because of what they cause us to think of ourselves.

Let us be in a position to defend ourselves in the event that Rotary undergoes trial, not by stentorian shouting of meaningless words but by logic that convinces. It is human nature to try people. Martin Luther was tried by the diet at Worms, and the accused became accuser. If we put Rotary on the highest possible

plane and keep it there, we shall experience no difficulty in obtaining witnesses the day our case is set. A grave responsibility lies on your shoulders and mine and let us for a moment hark back to the monoverbal text of the first preceding pages "Toleration" then devote ourselves; first, to serious thought; second, to expression thereof. Rotary is a huge, powerful machine. Unguided, it could thrash down the aisles of time a menace to all mankind. Well directed, it will become a humanizing instrumentality of which we need not be ashamed. With the realization of power, come men's greatest temptations and in their subjugation, the greatest and most lasting satisfaction.

Now, Rotarians of the United States and of Canada what say you? Which side of the debate would you take and why? We want to hear from you.

Yours fraternally and very sincerely,

PAUL P. HARRIS.

Chicago, January 1, 1911.

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United States Cut Glass Co.  
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Largest factory in the west. Lowest freight  
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Jewelers, Department Stores and Premium  
Houses may obtain lowest prices consistent with  
good quality.

UNITED STATES CUT GLASS CO.

215 Englewood Ave. Chicago, Ill.  
A. L. White, Pres. and Mgr.  
(2nd President Chicago Rotary Club)



## SPARKS FROM THE SPOKES

We all like to know what the other fellow is doing. The spokes in the National Rotary wheel are continually increasing in number and as the wheel rotates with greater and greater speed the various spokes blend into one composite whole—National Rotary. Thousands of busy business men who before had no mutual acquaintanceship with each other have now been brought into close fellowship. This is evidenced by the universal, even personal feeling of loss that came to all the Rotarians of various cities when they learned of the sudden demise of National Director F. L. Clark, of Boston, and shortly afterward that of President Bruno Batt, of St. Louis. Let us keep in close touch with each other. Keep the national headquarters advised as to what your Club is doing.

### PRESIDENT F. L. THRESHER of Minneapolis,

writes us as follows:

"The largest average attendance of any civic, fraternal, social or business organization is good evidence that our Friday lunch-meetings are popular.

There are reasons why, many!

The lunches are so good (fifty cents), the meetings so profitable and the members all so companionable that our entire club must soon find it agreeable, convenient and consistent to set aside every Friday from 12:30 to 1:30 sharp for the Rotary Lunch."

### THE CHICAGO TRIBUNE

recently said in head lines, "Rotary Club to help. Appoints committee to join in giving Christmas cheer. The Rotary Club of Chicago last night voted to go into executive session as Good Fellows committee of the whole this Christmas. The proposition was adopted with enthusiasm. Alexander Dryburgh proprietor of the New Southern Hotel, was appointed chairman and assumed office at once. Two hundred dollars was subscribed and arrangements made to handle as much more as will be called for. 'We will co-operate with THE TRIBUNE as good fellows,' said Mr. Dryburgh. 'We will ask THE TRIBUNE for lists of names and help generally in getting our gifts in order.'"

### R. R. DENNY OF SEATTLE, First Vice-President

of the N. A. of R. C. recently made a business trip to California and also recently retired as President of the Seattle Club. He writes us, "I enjoyed the hospitality of the San Francisco Club and was honored by being asked to make a speech before the Club. I also had a nice visit with Mr. Dwight Edwards, President of the Portland Club. He was looking for suggestions. It is hard for us to go away from Seattle and in any language explain or describe how the Seattle Rotary Club maintains its success and interest. Possibly it is the old phrase that we use so often 'The Seattle Spirit.' At our annual banquet there were over 150 members present. Mr. J. E. Pinkham was inaugurated as the new President and he delivered one of the finest speeches that was ever heard in Seattle. The success of the Seattle Rotary Club in the hands of Secretary Skeel and President Pinkham is beyond the question of doubt. Today I am carrying with me one of the finest gold watches in this city, the gift of the Seattle Rotary Club. The receipt of this gift overcame me at the Club and of course I am unable to tell what it means because the Rotary Club in the year and a half that I have been President in Seattle has done more for me than any other member in its ranks."

**F. G. LESLIE OF ST. PAUL ROTARY** recently elected President of his Club writes us, "I am very proud of the Rotary Club of St. Paul. We have a fine bunch of

fellows and they are rapidly beginning to appreciate the possibility of Rotarism. By the first of the year we will have something over 100 members and we hope to reach the 150 mark before long. We have very fine headquarters in the Ryan Hotel and would like very much if any other Rotarians visit St. Paul to have them make their headquarters with us."

### ST. LOUIS ROTARY CLUB

are making a name for themselves for the hospitality which they show to visiting Rotarians. They donated \$250 to the general fund for the entertainment of the Deep Waterways Convention recently held in St. Louis. Shortly after the Chicago Convention, one of their members got out a clever folder of Rotary thoughts and definitions and among the latter were those of several animals:

The Rotary Hog—the member who is "in" the Club to get business and "out" when he has any to give.

The Rotary Mule—the fellow who gives business only to those members who can give business to him.

The Rotary Goat—the fellow who gives a lot of time and energy in doing the work and receives a lot of criticism from fellows who don't.

### KANSAS CITY ROTARY CLUB

probably accomplishes a greater exchange of business among its members than any other Club but they are also taking a lively interest in civic matters. This Club sent President Mettler and Vice-President Johnson as delegates to the Deep Waterways Convention at St. Louis and later also sent two of their members to Washington to join with the K. C. Commercial Club in securing an appropriation for the development of the Missouri River.

### PRESIDENT PHILLIPS OF LINCOLN, Nebraska.

has the honor of having organized the first Rotary Club in a city of less than 100,000 population. The following article is from the Nebraska State Journal:

### ROTARY CLUB HELD MEETING.

About Fifty Members Present to Hear National Secretary.

The Rotary Club met last evening at the Lincoln Hotel. Nearly fifty members were present. The address of the evening was made by Chesley R. Perry, of Chicago, who spoke on the purpose of the Club. Mr. Perry is the Secretary of the National Association of Rotary Clubs. Lee B. Mettler, President of the Kansas City Rotary Club, made an address. Other short informal speeches were made by different members of the local organization. Both speeches by the out-of-town members were on the work being done by the Clubs in the different cities, their policies and purposes.

The Lincoln Club is now composed, it is said, of about eighty members and was organized in June. The National Convention of the different Clubs in the country was in August of this year. The members are all business men and the object is to promote and combine good fellowship, sociability and business. The Club meets the first Monday in every month. The whole idea of the Rotary Clubs is now only five years old, having been originated in Chicago by only a few business men.

The membership of the Club is made up from many lines of business and each member is interested in seeing his fellow members prosper in a business way. The Club expects to become a commercial force in the city and to exert an influence that will be felt in many ways.

### P. A. C. MCINTYRE OF WINNIPEG

writes that he has organized a live Rotary Club in that Canadian city with about 100 members. Charles A. Newton of Chicago reports that while at Hamilton, Ontario, recently he got a Rotary Club started in that city. It is evident that this has got to be an International Association of Rotary Clubs.

# WASHINGTON

F. L. ROSSBACH Pres.

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"Furnishers to His Majesty  
The American Citizen"

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Jackson and Dearborn Sts.  
Washington and Dearborn Sts.  
189 La Salle St.

THE LATEST STYLES  
AT REASONABLE PRICES

Tell your Chicago representative  
to favor us with his patronage, and  
don't forget to pay us a social call  
yourself when you visit our city.

(F. L. Rossbach Director National Association  
of Rotary Clubs.)

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206 Broadway, Corner Fulton Street  
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General Civic Practitioners, Twenty Years at  
New York Bar. Member New York County  
Lawyers' Association and the New Jersey Bar

### REFERENCES

As to Mr. Powell: Hanover National Bank, Guardian Trust Co., N. Y. City, First National Bank of Washington, Kansas.

As to Mr. Cady: First National Bank of Jersey City, New Netherland Bank of New York City, Howard National Bank of Burlington, Vt.

D. L. Cady, Treas. Rotary Club of New York

## Pianos and Player Pianos

If you have a piano manufacturer in  
your local Rotary Club, patronize him.

If your piano dealer is a "Bush & Gerts" man, patronize him. If he is not, help us make him a "Bush & Gerts" man.

If you have no piano dealer, look up the "Bush & Gerts" man in your city, make him a member, and patronize him.

If there is no piano dealer in your Club and no "Bush & Gert." man in your city, let us know and we will put one there.

We manufacture high grade Upright, Grand and Player Pianos.

Our motto—

One Name—One Trademark

## Bush & Gerts Piano Co.

BUSH TEMPLE, CHICAGO

W. S. Miller, Vice-Pres., Chicago Rotary Club

**PRESIDENT R. B. WILSON OF CINCINNATI**

whose address is at 54 Wiggins Block wants to have his Club visited. He says: "Cincinnati Rotary has got to a point where it is thirsting for knowledge. Our committees all want to know how things are done in the other Clubs. We have built up our membership to a point where we are aware of our existence and confidence of a still further increase but we have only our own experiences and a spirit of hopefulness to keep up our enthusiasm. What we want now is to connect with some good live wires from other Clubs to give our machinery the added energy needed just at this time. We do not want men to make special trips here just for us but we believe that there are live Rotary members from other cities coming here from time to time on their own business who would be glad to give us a talk." Put them on your visiting list.

**WM F. CORNELL OF DETROIT**

is now President of the sturdy young Rotary Club of that city and has enthused his fellow members to the accomplishment of great things. We understand that among the many excellent features of his administration is to be the organization of a Glee Club.

**M. L. CLAWSON OF INDIANAPOLIS**

who is President of the Rotary Club of that city sends word that while they have not yet quite caught the swing of the Rotary movement, they propose to get together and get down to business and make the new year one of action.

**A. F. SHELDON OF CHICAGO**

is on the road a good deal in the interest of the Sheldon School. He is a splendid talker and every Club ought to get him to visit them and address them at some meeting. He writes us from British Columbia: "I will plant the constitution and by-laws that you sent me in Regina, Moose Jaw, Saskatoon, Edmonton, Calgary and Vancouver, where I think they will do the most good. You will probably hear from some of these cities at least."

**SECRETARY STEPHENS OF LOS ANGELES**

is evidently a live wire who believes in printer's ink. With bright snappy postals and letters he keeps the membership of the L. A. R. C. posted as to the meetings and informed as to what is going on. One of his stunts is to have a postal card land in a man's office Monday morning and tell him something like this,

Good Morning.

Pull for Rotary and  
Rotary will pull for you—had  
You thought of that? Rotary is  
A business pull—Use it.  
Ring up a Rotarian and give him  
An order this Morning.

**BOSTON ROTARY CLUB**

is going to turn their attention to see that Rotary Clubs are established in the other large cities in Massachusetts and Boston will see that they are started right. An application for membership in the Boston Club was recently turned down because it was reported that the applicant had expressed himself as being willing to give some business to anybody who gave business to him. That did not suit the Bostonians. They said, "that man hasn't got the Rotary spirit. Let us get one who is willing to give business without demanding that business be given him."

**WM. J. BOVARD OF NEW ORLEANS** keeps things moving in that Southern City. He thinks there is only one thing worse than being Secretary of a Rotary Club and that is serving on a constitution and by-laws committee with four lawyers as the other members of the committee.

**NEW YORK ROTARY CLUB**

is rotating around among the numerous excellent eating places of Gotham while President Bullock, Secretary Willson and Treasurer Cady keep the business and good fellowship rotating among the members.

They are steadily adding more good, strong business men to their roster.

**A. S. HOLMAN OF SAN FRANCISCO**

who was one of the organizers of the Club in that city, has succeeded Homer W. Wood as President, and while he will have a hard job to excel Mr. Wood's splendid work as presiding officer of the S. F. Rotary, Mr. Holman is going to try to do it, on the theory that even the best can be made better.

**"ASK BULLOCK ABOUT IT"**

Since 1897 I have been the Business-Getting, Client-Making, Fee-Producing, Expense-Reducing Partner of many of the most successful Lawyers in the United States and elsewhere.

Rotary Lawyers who are not familiar with my work should write for *Modus Operandi*. Even Good Rotarians who are Successful Business Men sometimes need a Lawyer where they don't know one. It is my business to recommend Good Lawyers Everywhere for all kinds of legal services.

If you prefer, send the business to me and I will forward it without delay on the usual or agreed terms.

My motto is: "He Serves Best Himself Who Serves Others Best."

**Bradford Arthur Bullock**

Business Attorney to Attorneys-at Law,

Eighteenth Floor, St. Paul Building, Two-Twenty Broadway

**NEW YORK**

"Where I have always been."

(2nd Vice-President National Association of Rotary Clubs)

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**PORTLAND, OREGON**

(The Rose City)

In Heart of Business District

A Business Man's Hotel

**ROTARIANS HEADQUARTERS**

Furnishings The Best

European Plan

Rates: With Bath, Two Dollars and up.  
Without Bath, Not so much.

Automobile Bus Meets Trains and Boats.

Make yourself known as a Rotarian and you'll meet some "live ones."

L. Q. SWETLAND, Secy. and Mgr.

(Director National Association of Rotary Clubs)

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(STEEL)**

Fire Box Heating Boilers  
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J. P. DUGGER, Secretary

(Member Chicago Rotary Club)

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42 BROADWAY

NEW YORK

(A. H. Pogson, Registrar Rotary Club of New York)



## The National Rotarian

Edited and Published by

CHESLEY R. PERRY

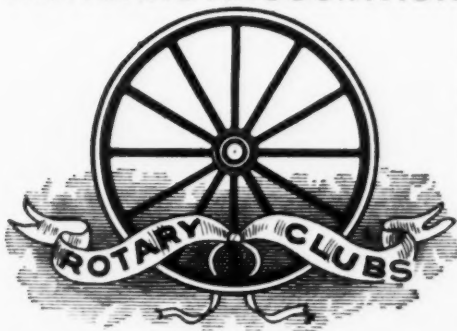
Secretary NATIONAL ASSOCIATION OF ROTARY  
CLUBS OF AMERICA.

Headquarters

189 La Salle St., Chicago

Advertising Rates for future issues will be  
furnished upon application.

### NATIONAL ASSOCIATION



### WHY WE ARE HERE

President Harris had a message which he wanted to deliver not only to every Rotary Club but to every Rotarian. Secretary Perry had a lot of news items concerning new Clubs and in regard to what the Clubs were doing. The result is THE NATIONAL ROTARIAN which has been made possible by the co-operation of the Rotarians whose advertisements appear herein. This little journal is an experiment. We say this frankly and modestly but believing that it will be a successful experiment and that there will be other issues—probably quarterly. We only ask that you look this little journal over carefully making allowance for the fact that it was rather hurriedly thrown together and is susceptible of many improvements which will be made if we are encouraged to get out another issue.

Of this issue of THE NATIONAL ROTARIAN, 3,000 copies have been printed and one copy has been mailed free to every member of those Rotary Clubs who have filed their rosters at National headquarters.

It seems as though this publication ought to be a good advertising medium. Every Rotarian is a successful, prosperous business man, educated to patronize his fellow Rotarians. Hundreds of them are traveling constantly. Let them know what you have to sell and where you are located. Business must result inevitably.

Perhaps it would not be out of place to say a word here regarding the objects which may be accomplished by having a National Association of Rotary Clubs. They are as follows:

First, by providing ways and means of bringing the various Clubs into closer touch with each other and thereby giving each Club the benefit of every other Club's experiences in the conduct and development of their Club work.

Second, by promoting and supervising the organization of new Clubs so that they will be formed and conducted as nearly as possible like unto the existing Clubs.

Third, by uniting all the Clubs at the proper time in some great civic or commercial movement which will make for something better throughout the Nation.

Fourth, and most important of all from a commercial standpoint, by advising ways and means for bringing about an exchange of business from city to city, and by promoting and encouraging such exchange of business between the Rotarians of the country.

## "Rotary"

The true Rotary spirit is not the selfish one of trying to see how much you can get out of your fellow members but the more altruistic one of trying to see how much benefit and good you can do for your fellow members. As each one tries to give business to someone else in the club or influence business to someone else in the club, he finds that there is a law of compensation and his reward comes from the fact that someone else is giving business or influencing business to him.

Rotary does not necessarily require a direct exchange of business between any two members. A may be able to give business to B without being situated so as to receive any return from B but B may be able to do something of value for C and C in turn may be able to patronize A. This is the rotation of business. As each Rotarian undertakes to help his brother Rotarians without demanding a direct return to him from them, there is produced a condition of friendship and fellowship upon a higher plane than the usual selfish and sordid relationships of commercial life.

According to the local temperaments of the residents of the different cities of the country there is some difference in the conduct of the various Rotary Clubs. Some are particularly strong for civic work, for the betterment and building up of the communities in which they are located. Some clubs make a strong feature of sociability and good-fellowship. In some cities formal dress suit dinners are not unusual, others are emphatically informal. In any event the predominating idea is one of service—to the community, to the club, or to the individual members. There is no place for drones in the Rotary hives. Rotarians are all busy bees.

In all the clubs as there is but one man admitted from each line of business there is no business jealousy among the members and there is no prudery about avowing and advertising one's business in the club. In Rotary Club things are done openly and frankly that in other clubs must be done sub-rosa. Rotary Clubs are composed of men who are old enough to know how to do business and young enough to want more business to do. Rotary has proved that business and brotherhood will mix. In brief a Rotary Club is one kind of thing—every other club is something else.

This might be divided into two general classifications, retail business and wholesale or jobbing business.

In the first class are the hotels, haberdashers, cigar stores, shoe stores, restaurants, drug stores, public stenographers, and others who may be patronized by Rotarians who are transient in other cities than their own.

In the second class will fall those houses which carry lines which are sold throughout the country—machinery, lumber, brass and copper specialties, carriages and wagons, lands, public accountants, detective agencies, heating power plants, railroads, etc., all of which may be patronized, through correspondence perhaps, by Rotarians of other cities.

Of course we cannot expect the National Association to attain to its maximum efficiency immediately. It will take time—it will require the creation of acquaintance among the members. Perhaps THE NATIONAL ROTARIAN can help to accomplish this. We shall see.

### WHERE WILL THE NEXT CONVENTION BE HELD?

Portland is out for the next Rotary Convention, they have \$2,000 already subscribed for entertainment purposes and have their publicity man out on the road. St. Louis and Kansas City both gave notice at the Chicago Convention that they expected to be the hosts in 1911. And there may be others.

### NATIONAL ASSOCIATION COMMITTEES.

Several committees have been appointed by President Harris to consider the various phases of activity within the spheres of the local clubs and the National Association. The reports of these committees should prove interesting when presented at the 2nd Annual Convention in ——— pardon me, I didn't mention any city.

#### Civic Committee,

E. L. Skeel, Chairman.

58 Haller Bldg., Seattle.

#### Inter-City Trade Committee,

Robert E. Esterly, Chairman.

11th and Nicollet, Minneapolis.

#### Business Methods Committee,

A. F. Sheldon, Chairman.

Republic Bldg., Chicago.

#### Deep Waterways Committee,

C. F. Wiehe, Chairman.

2431 S. Lincoln St., Chicago.

### THE ORIGINAL ROTARY CLUB.

B. L. T. in the "Line-o'-type" column of the Chicago Tribune says that the original Rotary club will be found in the Bible in the 10th Chapter of the Book of Ezekiel. How many know the reference?

## GLASS SIGNS

Being Manufacturers with every facility for executing the very finest work in acid etchings, chipped glass and pictorial effects, we feel that we can offer our fellow Rotarians an opportunity to secure this work without conflicting with any local sign house.

In fact we will be glad to furnish you our work through your local sign house should you prefer it.

### GLASS SIGNS

In quantities for advertising purposes. Fit almost any line of business and bring results.

### SPECIAL GLASS SIGNS

For front of store, can be made to fit any space. Very rich and attractive.

### ELECTRIC GLASS SIGNS

Very beautiful and inexpensive to operate. Every sign designed special for the particular use intended.

Communicate with us. Tell us your business and let us make you suggestions. It will cost you nothing to get our ideas and they may prove advantageous.

## TWEED & RAU COMPANY

1027-29 W. Madison Street

(F. W. Tweed, Director Chicago Rotary Club)

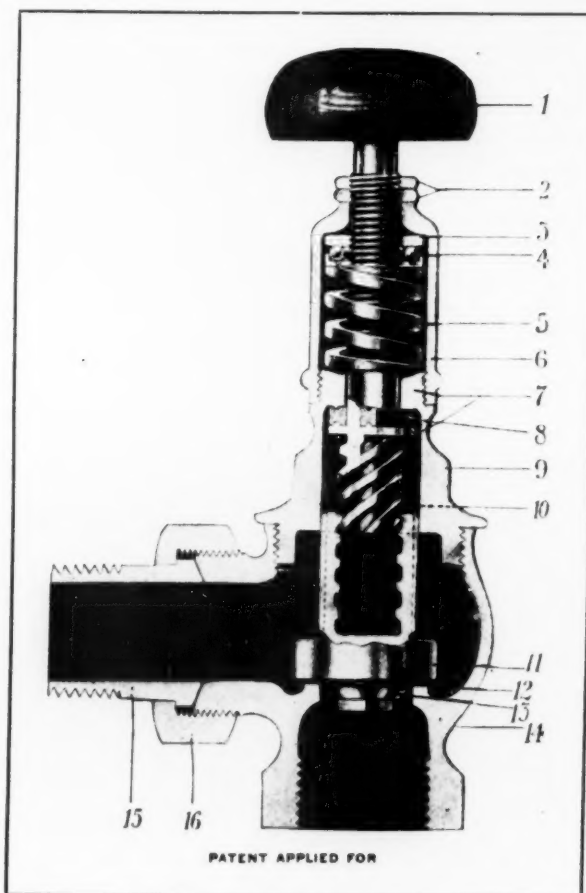
CHICAGO

## "DOLE" BALL BEARING PACKLESS RADIATOR VALVES

There are sixteen reasons why this is the best Radiator Valve on the market.

Space will not permit our naming all these here, but we will take pleasure in mailing descriptive catalog to every Rotarian interested enough to ask for one.

**DOLE VALVE COMPANY**  
22 Fifth Avenue CHICAGO





## SWEEPING A CONTINENT NEW ROTARY CLUBS FORMING IN MANY CITIES.

When the movement was started last spring to hold a National Convention of Rotary Clubs in Chicago there were just a dozen of these Clubs and within four months after the holding of that Convention there were at least two dozen Clubs in existence with officers elected and holding meetings and in at least a score of other cities the movement is progressing rapidly or at least has been started. Below we give the officers of some of the new Clubs. The officers of the older Clubs are requested to write letters of greeting and welcome to the worthy gentlemen who have assumed the responsibility of guiding these new Clubs.

### CLEVELAND ROTARY CLUB

held its first meeting for organization at the Chamber of Commerce, December 1st. National President Paul P. Harris of Chicago was the guest of the evening and delivered the address which appears elsewhere in this issue. They have started with a membership of 100. The officers are:

### PITTSBURGH ROTARY CLUB.

National President Paul P. Harris made a flying visit to Pittsburgh a few weeks ago and galvanized the embryotic Rotarians of that city into an organization. The temporary officers are:

President, Oscar T. Taylor, Park Building.

Secretary, H. F. Egle, c/o Union Realty Company.

### ST. JOSEPH ROTARY CLUB.

Shortly before his death the late President Bruno Batt of the St. Louis Rotary Club, spent a few hours in St. Joseph, Mo., and organized a Club there as a matter of course. We understand their officers are as follows:

President, C. A. Cook, District Manager Bell Telephone Company.

Secretary, — Hartigan, c/o Hartigan-Holland Shoe Company.

### OMAHA ROTARY CLUB.

President Phillips of Lincoln assisted by President Mettler of K. C. and National Secretary Perry invaded Omaha a couple weeks ago and with a number of representative business men of that city partook of the hospitality of Mr. O'Brien, proprie-

tor of Salt Lake City reports that he has some thirty good business men already interested and that the organization of a Club there will come to pass there very shortly.

### BALTIMORE ROTARY CLUB.

Mr. Manuel Munoz who scattered the Rotary seed first in San Francisco and then clear across the continent in Boston, is now doing some more good work in Baltimore. Mr. German H. H. Emory is assisting Mr. Munoz in the good work.

### NEWARK ROTARY CLUB.

National Vice-president Bullock has reported that another Rotary Club has been established in Newark with Mr. Frederic M. Payne as President.

If any Rotarian can think of any friend or business acquaintances in the above mentioned cities who might make a good Rotarian, it would be well to write that person a letter urging him to get in touch with the new Club and also forward a carbon copy of the letter to the President or Organizer of the Club.

### WHAT THE CLUBS ARE DOING.

Most of the Rotary Clubs have noon day



Delegates to the First National Convention of Rotary Clubs held at Chicago, August 15, 16, 17, 1910.

A handsomely framed bromide enlargement of this picture now graces the office of the National Secretary—a gift from Gibson, Sykes & Fowler, the photographers who took the picture. In this bromide enlargement which is 18 in. x 20 in. the features of each individual come out strong and clear. Gibson, Sykes & Fowler are ready to furnish these bromide enlargements upon order for \$2.50 each. Their address is McVickers Theatre Building, Chicago.

President, Chas. R. Miller 401 Century Building.

Secretary, Wm. Downie, 1018 Prospect Avenue.

### PHILADELPHIA ROTARY CLUB.

After many months of faithful work Mr. Mead has accomplished the organization of a splendid Club in this city with fifty AT members to start with and they have every reason to feel encouraged over the prospect of steady growth and certain success. Their officers are:

President, Glenn C. Mead, 511 Crozier Building.

Secretary, Clayton W. Pike, 1213 Race Street.

### OKLAHOMA CITY ROTARY CLUB.

This Club recently sprang into existence as the result of a visit from President Mettler of the K. C. Rotary Club. National headquarters have heard very little from them so far but we know that anything that is started in Oklahoma must be a success. Their officers are:

President, Colin C. Campbell, Oklahoma City National Bank.

Secretary, Eugene Whittington, 500 Insurance Building.

tor of the Henshaw Hotel and the result was the organization of another Rotary Club. The temporary officers are:

President, A. J. Love, N. Y. Life Building.

Secretary, Geo. Rogers, 1506 Farnam Street.

### HARTFORD ROTARY CLUB.

Following the example of Mr. Holman in San Francisco and Mr. Muma of Los Angeles, Mr. Northrop who is also associated with the Travelers' Insurance Company, has established the beginning of a Rotary Club in Hartford. The officers are:

President, Richard N. Northrop, 7 Grove Street.

Secretary, Phillip E. Curtiss.

### WASHINGTON ROTARY CLUB.

Another Travelers' Insurance Company man, Mr. M. LeRoy Goff, 706 Westory Office, is stirring things up in the Capital City of the Nation and with the various suggestions which have been received from New York, San Francisco, Pittsburgh and other cities, there must soon be a Rotary Club at Washington.

### SALT LAKE CITY ROTARY CLUB.

Wesley E. King, of The National Copper

luncheons once or twice a week with an attendance from a dozen to 200, according to the size of the Club and the enthusiasm prevalent in its ranks. With the smaller gatherings the a la carte service seems to be customary, but with the big crowds comes a necessity for a table d'hôte service which shall be prompt and as noiseless as possible so that committee reports and other matters of business can be handled during the luncheon.

### ADVERTISING TALKS.

At Rotary meetings it is customary to have three ten-minute or six five-minute talks from different members upon their respective lines of business, the quality of their goods and their ability to render satisfactory service. These are important as, if it is true that acquaintanceship begets business, it is also true that knowledge of the other man's business puts you in better position to patronize him or influence business to him.

### MASONS ONCE, ROTARIANS NOW.

One Rotarian in a Western City who does have some business to give in the electrotyping line was surprised to find in his Rotary Roster the name and picture of a

## CHICAGO ROTARY CLUB HOTEL

(NEW)

**Southern Hotel**

Michigan Boulevard and Thirteenth Street, Chicago

ALEX. DRYBURGH, President and Manager

C. H. SHAW, Treasurer.

300 NEWLY FURNISHED  
ROOMS

Complete, Comfortable, Homelike

Absolutely Fireproof

200 WITH PRIVATE  
BATH

Circulating Ice Water

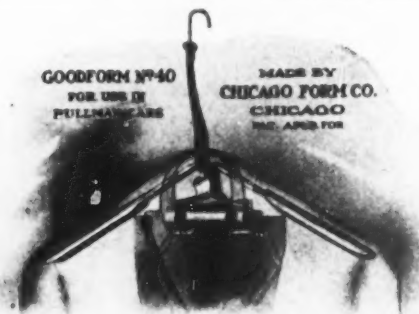
The most Perfectly Appointed Hotel  
in Chicago

Rooms with Hot and Cold Water, \$1.00 and \$1.50 per Day

Rooms with Private Bath, . . . 1.50 to 3.00 per Day

We Get the Lowest Rate of Insurance of Any Hotel in the City.

THIS PUBLICATION has been made possible by the loyal and generous support of those whose advertisements appear herein. READ THE ADS.



Endorsed by the Pullman Company



Ladies and gentlemen traveling will find this article makes traveling more enjoyable—puts the suit entirely out of the way for the night and keeps it in wearable condition for the morning.

In the sleeping car, lower berth, just engage the hook over the edge of the upper berth floor. The garments hang against the curtain in perfect order. In the upper berth hook over the curtain pole.

Sold each Hanger in separate leatherette case, \$1.50 each, delivered.

Trade discount in quantities

Chicago Form Company, 410 Goodform Bldg., Chicago, Ill.

M. H. Casier, Member Chicago Rotary Club.

No matter what your line of business

**You require the services of a Traffic Expert**

with the minute technical knowledge of the traffic attorney grounded in Interstate Commerce Law to handle your traffic problems, audit your expense bills, quote you accurate freight rates when selling your output at a delivered price, or when purchasing your raw material.

**We know of hundreds of ways of saving freight money**

A Post Card from you will prove what a Rotarian can do. Don't delay—Write today to

**O. M. ROGERS**

FREIGHT CLAIM ADJUSTER

331-4 Manhattan Bldg.  
Chicago520-22 Commercial Bldg.  
St. Louis.

(Member Chicago Rotary Club.)



man in that line of business who was a brother Mason and with whom he had been working in the Shrine for seven years without ever knowing what business the man was in. Isn't there a place for a Rotary Club?

#### EXHIBITS OF GOODS.

At the Friday noon luncheons in Chicago, members are permitted to make a display of their wares and give a special talk upon the history of their business, the methods and materials employed in producing their goods, etc. Among the exhibits have been a fine line of cut glass, Pittsburgh Automatic Water Heaters, metal plating work, song birds and animal pets, Perfection Vacuum Cleaner, etc.

#### ROTARY INFLUENCE REACHES FAR.

National Sergeant-at-Arms Hencke, had a friend who removed from St. Louis to Chicago. This man took a liking to Chicago, decided to go into business there, build a house, etc. He asked Mr. Hencke for introductions and the latter promptly responded by giving him the names of Chicago Rotarians who might be of service to him.

#### ROTARY ADVERTISES A MAN.

In one of the younger Rotary Clubs, one of the members had occasion to have some marble work done. He had no idea that any one in the city could do it. He had hitherto sent outside for such work. Now having the Rotary spirit he went over the membership list carefully to see if there was anybody in the Club from whom he could buy his marble. Not finding a marble man, he thought he would try the next nearest line (and that is good Rotary spirit too) and so he called up the monument man and to his surprise found that the monument man could and would gladly do marble work and he did a very satisfactory job. In this case, this Rotary Club kept business and money within this city.

#### RIGHT HAND MEN'S NIGHT.

Here is what happened in Chicago not long ago: The next regular meeting of the Rotary Club will be known as "Right Hand Men's Night." Every Rotarian has, or ought to have, a "Right Hand" man to whom he can assign certain work which, if he had the time, he would do himself. These men hear of Rotary frequently and their duties bring them in contact with many of our members. Therefore, we invite every member and his "Right Hand" man to be present at the next meeting.

#### ROTARY GLEE CLUBS.

The Glee Club of the Chicago Rotary Club was a very crude sort of a musical proposition when it was first started, but it is now recognized as a first-class top-notch male chorus. To be sure Professor Boeppler is a great leader, but there are other musical directors in other cities and now we learn that the Seattle Glee Club has timidly made its debut and that Detroit is also working up one.

#### VISITS TO ESTABLISHMENTS.

It is not uncommon for a large party of Rotarians or perhaps a whole Club to go and call on some fellow member at his place of business and be shown through the establishment and made acquainted with the whole plant. These are not surprise parties, but are arranged for before hand. Sometimes the host serves a luncheon to his visitors.

#### HAVE YOU READ

The Proceedings of The First National Convention of ROTARY CLUBS?

Get a Copy from the Secretary of your Local Club or send 20 cents to National Headquarters for a Copy.

#### THIS PUBLICATION

Has been made possible by the loyal and generous support of those whose advertisements appear herein.  
**READ THE ADS.**

#### REAL ESTATE MEN TO GET TOGETHER.

##### Other Lines Do The Same.

When Mr. Paul P. Harris was at Pittsburgh, I took up the matter with him, of organizing the real estate members of the several Rotary Clubs in the United States (and for that matter all the other lines of business represented by the Rotary Club) into a branch association of the National Rotary.

The idea is to bind together the members of this particular business all over the United States, so that, following the motto of these United States, "In Unity there is Strength" we, as real estate members may also prevail in a like manner, by having a select National correspondent in each City of the United States, in which a Rotary Club is now, or may hereafter be organized.

For instance, the Union Realty Company in Pittsburgh could state that they have representatives in Boston, Chicago, Cincinnati, Kansas City, etc., using the Rotary Club members as the correspondents, or representatives, and naturally the Chicago or Boston member could quote the Union Realty Company at Pittsburgh among his representatives, thus giving us advantages in a business way, which could never be gained in any other manner, except through our connection with the Rotary Club. Think this suggestion over, and see how it strikes you. This idea could naturally be adopted to any other line of business represented by the Rotary Club.

Very truly yours,

H. E. EGLE.

With Union Realty Co., Pittsburgh.

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(REPRESENTED IN CHICAGO AND CINCINNATI ROTARY CLUBS)



### A CHICAGO ROTARIAN CALLS UPON KANSAS CITY ROTARY CLUB.

It was my pleasure to meet in Omaha last Tuesday at the Henshaw Hotel one, Lee B. Mettler, President of the Kansas City Rotary Club. Together we traveled to K. C. and I am mighty glad I accepted Mr. Mettler's cordial invitation to attend on Thursday a noon-day meeting of the K. C. Rotary Club for they are certainly a bunch of "live wires," who know how to make a visitor feel at home.

Mr. Mettler presided at the meeting (which was held at the Sexton Hotel) and kept everything moving on time. There was a 50-cent five-course table d'hôte luncheon which was just about what any business man would want. The service was prompt. The 110 members who were present sat down promptly at 12:30 and rose just as promptly at 1:30. During the meal from 12:30 to 1 they had two or three well rendered musical numbers given by friends of the Club who donated their services. During this time the officers and committees also reported very briefly on their respective matters.

As soon as the meal was finished a number of members were called upon to speak upon their lines of business and they all did it promptly and interestingly. Under the energetic leadership of President Mettler there were no halts, no delays, no dragging, nothing but action all the time.

At each plate were souvenir samples of baking powder, lead pencils, photographic calendars, etc., all advertising some member's business and I should judge that there was a considerable amount of business exchanged during the meeting.

At half past one the President's gavel cracked the table and the meeting was over, although most of the members hastened back to their offices, a good many remained to visit and transact business.

Lee Mettler and Kansas City Rotary are both wonders, and I would suggest to any visiting Rotarian in Kansas City that you will miss the experience of your life if you do not arrange to drop in on that Club at the Sexton Hotel some Thursday noon.

I cannot begin to express my appreciation of their hospitality to me.

HERBERT C. ANGSTER.

Chicago, December 12, 1910.

Wishing Every Rotarian a Happy and Prosperous  
"NINETEEN ELEVEN."



Chesley R. Perry, Secretary  
National Association Rotary Clubs  
of America.

**AN IMPOSTER IS AT LARGE,** is the report from Portland, calling himself "Supreme President of the National Rotary Clubs". Look out for him. Let us know if you see him.

**TACOMA ROTARY CLUB** recently had a Special Legislators' Banquet for the members of the state legislature. Matters of interest to Tacoma and Pierce Co. were discussed by the Rotarians and their guests.

**W. FRASER STEWART OF ST. LOUIS** has been installed as President of his Club—the largest probably in the whole country. Secretary Rutledge is on the job with him as he was with Bruno Batt.

**SAN FRANCISCO ROTARY CLUB** are having some snappy, hit-the-nail-on-the-head talks at their noon-day luncheons at Techau. Messrs. Eberhard and Johnson of S. F. have been visiting eastern clubs.

**TRI-CITY ROTARY CLUB** is composed of business men of Oakland, Berkley and Alameda but we don't hear much from them.

### PRESIDENT HARRIS SAYS

"If I were to find myself standing upon a platform and looking into the eyes of every living Rotarian"—

### YOU WOULD LIKE TO

do that very thing probably if you could talk to them about your A1 goods or the splendid service you give to your patrons.

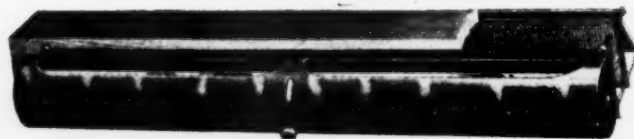
### PUT YOUR ADVERTISEMENT IN

THE NATIONAL ROTARIAN and you will be doing that very thing. Your brother Rotarians want to patronize you and influence business to you. Let them know where you are and what you are doing by putting your advertisement in

### THE COMING SECOND NUMBER

which may be bigger and better and more attractive than this first issue. Remember that THE NATIONAL ROTARIAN is mailed to every member of your local Club as well as to the Rotarians of 30 or more other Clubs.

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FOR BOOKLET AND PRICES ADDRESS

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(MEMBER ROTARY CLUB OF CHICAGO) CHICAGO, ILL.

"Your book is a work of art. I don't see how it could be improved, either in text or illustrations."  
—John Burroughs.

## THE MOUNTAIN "GOD" THAT WAS

BY JOHN H. WILLIAMS

Library edition, in Stout Boards. \$1.00 net; postage, 12 cents extra. Edition de Luxe, in full ooze calf, gilt tops, \$2.50 net; postage, 12 cents extra. 112 pp. quarto, with 140 illustrations (including 8 three-color half-tones) of Mt. Tacoma (Rainier.)

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### DENNOS FOOD

A nourishing Diet for Infants and Adults. DENNOS FOOD is composed of Malted Barley, Whole Wheat Flour, etc. Added to Fresh Cow's Milk it forms a perfect food, suitable to the most sensitive stomach.

TRIAL PACKAGE sent FREE to "ROTARY" members anywhere in the United States

**DENNY-OLMSTEAD-BRAUN, INC.**

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and 28th Street) is one block away. Subway station (5th Avenue and 28th Street) two blocks.

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